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ORIGIN EB-07

INFO OCT-01 EUR-12 EA-09 ISO-00 AID-05 CIAE-00 COME-00

FRB-01 INR-07 NSAE-00 USIA-15 TRSE-00 XMB-04 OPIC-06

SP-02 CIEP-02 LAB-04 SIL-01 OMB-01 AGR-10 AGRE-00

PA-02 STR-04 L-03 H-02 DODE-00 /098 R

DRAFTED BY EB/OCA/CD:REDAY:JMN

APPROVED BY EB/OCA/CD:WERAU

EUR/SOV:WEDGAR

USDOC/BEWT:ALENZ

EUR/EE:CSCHMIDT (INFO)

EB/EWT:HKOPP (INFO)

DESIRED DISTRIBUTION

AGRICULTURE, CIEP, COMMERCE, EXIM, TREASURY, USIA

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R 150621Z SEP 76

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AMCONSUL MUNICH

UNCLAS STATE 228040

E.O. 11652: N/A

TAGS: OCON, BEXP, EEWT, XH

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SUBJECT: EASTERN EUROPE ECONOMIC/COMMERCIAL OFFICERS'
CONFERENCE, SEPTEMBER 27-30, 1976

REF: STATE 214653; STATE 221062

1. AS INDICATED IN STATE 221062, CONFERENCE ORGANIZERS
HAVE BEEN PUTTING TOGETHER A QUOTE SESSION ORGANIZATION
GUIDE END QUOTE FOR EACH SESSION TO ASSIST PANELISTS IN
THEIR PREPARATIONS FOR SUBJECT CONFERENCE.

2. EACH POINT SUGGESTED IN A GUIDE REMAINS A SUGGESTION
AND NO PANELIST COULD COVER ALL THE POINTS ADEQUATELY IN THE
BRIEF TIME ALLOTTED FOR HIS OR HER PRESENTATION. PANELISTS
SHOULD SELECT FROM THEIR OWN EXPERIENCES THE POINTS WARRANT-
ING PARTICULAR EMPHASIS AND PROMISING TO STIMULATE THE
GREATEST DISCUSSION.

3. SESSION ORGANIZATION GUIDE FOR 1430-1745 HOURS ON
SEPTEMBER 27 FOLLOWS:

A. AGENDA ITEM: COUNTRY PERSPECTIVES

MODERATOR: JAMES E. MURRIN, DIRECTOR, OEWTB/BEWT

PANELISTS FIRST SESSION:

BULGARIA: DCM HARVEY FELDMAN; E/C OFFICER WILLIAM BLACK
CZECHOSLOVAKIA: DCM ROBERT FROWICK; E/C ROBERT MONTGOMERY
GERMAN DEMOCRATIC REPUBLIC: E/C ALAN PARKER
HUNGARY: DCM ROBERT MUDD; E/C F. BRENNE BACHMANN
YUGOSLAVIA: E/C CHARLES YORK

SECOND SESSION:

PEOPLE'S REPUBLIC OF CHINA: E/C WILLIAM THOMAS
POLAND: DCM CARROLL BROWN; E/C GERALD LAMBERTY
ROMANIA: DCM RICHARD VIETS; E/C RICHARD SCISSORS
SOVIET UNION: E/C KENNETH SKOUG; DPO GEORGE RUECKERT
EUROPEAN COMMUNITIES-CEMA RELATIONS PERSPECTIVE: PETER
-- REAMS, BRUSSELS (USEC)
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RAPPORTEURS: LAWRENCE LASOFF, OEWPB/BEWT; HENNING C.
VONTILLIUS, EWTDO/VIENNA

B. OBJECTIVES OF SESSION:

-- TO PRESENT A BRIEF BACKGROUND SKETCH OF PRINCIPAL
FACTORS CURRENTLY RELEVANT TO THE CONDUCT OF ECONOMIC/

COMMERCIAL RELATIONS BETWEEN EACH COMMUNIST COUNTRY AND THE U.S.,

-- TO IDENTIFY THE CURRENT OR FORESEEABLE PROBLEMS WHICH THE U.S. EMBASSY REPRESENTATIVE(S) VIEW AS MOST SIGNIFICANT,

-- TO PERMIT PARTICIPANTS TO COMPARE KEY SITUATIONS AND DEVELOPMENTS AMONG THE SEVERAL COUNTRIES, AND

-- TO REVIEW CURRENT ECONOMIC/COMMERCIAL RELATIONS BETWEEN THE EUROPEAN COMMUNITIES AND CEMA AND THE PRC.

C. THRUST OF PANELISTS' PRESENTATIONS:

EACH COUNTRY PERSPECTIVE (REGARDLESS OF WHETHER ONE OR TWO PANELISTS ARE INVOLVED) SHOULD TREAT FACTORS WHICH ARE DEEMED BY THE PANELIST(S) TO WARRANT INCLUSION IN A PRESENTATION NOT TO EXCEED TEN MINUTES IN FIRST SESSION

COUNTRIES AND 15 MINUTES IN THE CASE OF SECOND SESSION COUNTRIES. SINCE REMAINDER OF CONFERENCE AGENDA PROVIDES OPPORTUNITY FOR DETAILED DISCUSSION OF VARIOUS SPECIFIC PROBLEMS, ONLY CLEAR IDENTIFICATION SHOULD BE MADE HERE. AMONG THE FACTORS WHICH MAY BE CONSIDERED:

-- POLITICAL ATMOSPHERE TOWARD TRADE WITH U.S.

-- EVALUATION OF COUNTRY'S GENERAL ECONOMIC SITUATION.

-- FIVE YEAR PLAN IMPLICATIONS FOR TWO-WAY TRADE WITH U.S.

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-- HARD CURRENCY AND/OR CREDIT RESTRAINTS ON TRADE.

-- IMPLEMENTATION OF EXISTING BILATERAL AGREEMENTS OR ACCORDS AND IDENTIFICATION OF SUCH AGREEMENTS RECENTLY CONCLUDED, UNDER NEGOTIATION OR ANTICIPATED.

-- CURRENT ATTITUDE TOWARD TRADE ACT CONSTRAINTS.

-- PROGRESS IN BUSINESS FACILITATION AREAS.

-- ADEQUACY OF EMBASSY FACILITIES AND STAFFING FOR IMPLEMENTATION OF ECONOMIC/COMMERCIAL PROGRAMS.

SUPPORTING MATERIALS:

THE FOLLOWING STATISTICAL MATERIALS WILL BE SUPPLIED AT THE CONFERENCE BY WASHINGTON SO THAT NO MORE THAN BROAD REFERENCE TO STATISTICAL DATA WILL BE NEEDED IN PRESENTATIONS:

-- TRADE TRENDS (SEPARATE DETAILED ANALYSIS OF U.S. TRADE WITH EACH COMMUNIST COUNTRY)

-- U.S. TRADE STATUS WITH SOCIALIST COUNTRIES (MONTHLY, COVERING TRADE THROUGH JULY 1976)

-- REVISED SELECTED TRADE AND ECONOMIC DATA OF THE CENTRALLY PLANNED ECONOMIES (FOURTH PUBLICATION IN ANNUAL SERIES PROVIDING EXTENSIVE COMPARATIVE ANALYSES OF U.S. AND OTHER FREE WORLD TRADE WITH COMMUNIST COUNTRIES AND MARKET SHARE TRADE DATA)

D. EUROPEAN COMMUNITIES-CEMA RELATIONS PERSPECTIVE:
PETER REAMS, BRUSSELS (USEC)

-. TO IDENTIFY AND EXPLORE THE OBJECTIVES OF THE EC'S COMMON COMMERCIAL POLICY (INCLUDING CREDIT) TOWARD INDIVIDUAL EASTERN EUROPEAN COUNTRIES AND THE PRC,

-- TO REVIEW THE CURRENT STATUS OF EC/CEMA RELATIONS,
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INCLUDING PROGRESS ON THE EC RESPONSE TO THE DRAFT TRADE AGREEMENT PROPOSED BY CEMA IN FEBRUARY 1976, AND

-- TO EXPLORE PROSPECTS FOR FUTURE DEVELOPMENTS IN EC RELATIONS WITH CEMA AND WITH INDIVIDUAL STATE TRADING COUNTRIES. ROBINSON

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: MEETING AGENDA, MEETINGS
Control Number: n/a
Copy: SINGLE
Draft Date: 15 SEP 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976STATE228040
Document Source: CORE
Document Unique ID: 00
Drafter: REDAY:JMN
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760347-1350
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760957/aaaabwnn.tel
Line Count: 207
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN EB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 4
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 76 STATE 214653, 76 STATE 221062
Review Action: RELEASED, APPROVED
Review Authority: vandyklc
Review Comment: n/a
Review Content Flags:
Review Date: 24 FEB 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <24 FEB 2004 by MaustMC>; APPROVED <26 AUG 2004 by vandyklc>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: EASTERN EUROPE ECONOMIC/COMMERCIAL OFFICERS' CONFERENCE, SEPTEMBER 27-30, 1976
TAGS: OCON, BEXP, EEW, XH, US
To: BELGRADE BERLIN BONN MULTIPLE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006